

Message Text

SECRET

PAGE 01 CAIRO 09965 151103Z
ACTION SS-25

INFO OCT-01 ISO-00 SSO-00 /026 W
-----151122Z 075401 /14

R 150937Z JUN 77
FM AMEMBASSY CAIRO
TO SECSTATE WASHDC 6168

S E C R E T CAIRO 9965

EXDIS

EO 11652: GDS
TAGS: BEXP, ESTC, MASS, EG
SUBJ: DISCUSSION WITH COLLINS RADIO REPS ON SALES TO EGYPTIAN
MILITARY AND ARAB INDUSTRIAL ORGANIZATION

1. AMB MET JUNE 13 WITH VISITING REPS OF COLLINS RADIO AND ELECTRONICS OPERATIONS DIVISIONS OF ROCKWELL CORP. ASKED ABOUT POSSIBLE EGYPTIAN MILITARY INTEREST IN AMERICAN MANUFACTURED COMMUNICATIONS EQUIPMENT, AMB NOTED THAT IN RECENT CONSERVATION, MINDEF GEN GAMASY HAD STATED THAT HE WAS NOT INTERESTED IN BUYING AMERICAN MADE RADIOS. ARRANGEMENTS HAD BEEN MADE WITH EUROPEAN SOURCES TO SUPPLY ALL EGYPTIAN REQUIREMENTS FOR RADIOS. GAMASY HAD COMMENTED ADVERSELY ON FACT THAT US FIRMS WERE SUBJECT TO COMPLEX, TIME CONSUMING, AND FREQUENTLY CHANGING USG REGULATIONS CONTROLLING THE EXPORT OF EQUIPMENT WITH POTENTIAL FOR MILITARY USE. US POLICY IN THIS REGARD, GAMASY SAID, IMPEDED INTIAL PROCUREMENT OF SUCH ITEMS AND THREATENED SECURITY OF SUPPLY FOR FOLLOW ON ORDERS AND SPARE PARTS. EGYPTIANS THEREFORE PREFERRED TO RELY ON SOURCES IN EUROPE WHEN COMPARABLE EQUIPMENT COULD BE ACQUIRED THERE.

2. COLLINS REPS EXPRESSED SOME SURPRISE AT GAMASY'S INTENTION NOT TO BUY US RADIOS AND INDICATED THAT THEY HAD HAD A NUMBER OF EXPRESSIONS OF INTEREST IN THEIR RADIO EQUIP-

SECRET

SECRET

PAGE 02 CAIRO 09965 151103Z

MENT FROM EGYPTIAN MILITARY OFFICIALS. AMB NOTED THAT GOE POLICY ON SUCH MATTERS WAS NOT ALWAYS CONSISTENT AND NOT ALWAYS COMMUNICATED TO ALL LEVELS. GAMASY, NEVETHELESS, HAD BEEN QUITE FIRM IN MAKING POINT ABOUT NOT WISHING TO BUY US RADIOS. COLLINGS REPS ACKNOWLEDGED REASONABLENESS OF EGYPTIAN DESIRE TO USE NON US SOURCES, WHERE PRATICABLE, IN VIEW OF RESTRICTIONS AND COMPLEXITIES INVOLVED IN US PROCUREMENT.

3. DISCUSSION THEN TURNED TO ARAB INDUSTRIAL ORGANIZATION (AIO). COLLINS REPS NOTED THEY HAD BEEN APPROACHED BY THIS ORGANIZATION ABOUT SUPPLYING AVIONICS AND OTHER EQUIPMENT AND ABOUT POSSIBLE CO-PRODUCTION OF RADIOS. THEY ASKED WHAT US MUNITIONS CONTROL POLICY WAS WITH RESPECT TO THE AIO. AMB REPLIED THAT AS FAR AS HE WAS AWARE, THERE WAS AS YET NO DEFINITIVE POLICY. HIS ASSUMPTION WAS THAT THE USG WOULD VIEW THE ORGANIZATION IN THE LIGHT OF US POLICY TOWARD THAT MEMBER STATE--IN THIS CASE EGYPT-- WITH RESPECT TO WHICH US ARMS TRANSFER POLICIES WERE MOST STRINGENT.

4. ASKED ABOUT HIS VIEW OF THE AIO, AMB SAID IT APPEARED TO BE IN RATHER DISORGANIZED STATE. IT SEEMED TO HAVE DIFFICULTY DECIDING WHAT IT REALLY WANTED TO DO AND HOW TO GO ABOUT DOING IT. WITH FOUR MEMBER STATES (EGYPT, SAUDI ARABIA, QATAR AND THE UAE) PARTICIPATING, DECISION MAKING WAS DIFFICULT. THERE WAS ALSO SOME COMPETITION AMONG THE STATES TO BECOME SITES FOR THE PRODUCTION FACILITIES THE ORGANIZATION WAS SUPPOSED TO ESTABLISH. AMB NOTED THAT IN VIEW OF FACT THAT USG ATTITUDE WAS NOT AN ENCOURAGING ONE WITH RESPECT TO ANY INVOLVEMENT IN ARAB ARMS PROCUREMENT MATTERS, THERE WAS LITTLE INCENTIVE FOR AIO OFFICIALS TO DISCUSS THEIR ACTIVITIES WITH THE EMBASSY. WE CONSEQUENTLY SUFFERED TO SOME DEGREE FROM LACK OF PRECISE INFO ABOUT THE ORGANIZATION AND ITS PLANS.

5. AMB NOTED IN CLOSING THAT DESPITE THE OBSTACLES INVOLVED, EGYPTIAN MILITARY HAD STRONG INTEREST IN ACQUIRING CERTAIN
SECRET

SECRET

PAGE 03 CAIRO 09965 151103Z

TYPES OF US EQUIPMENT. SADAT HAD DECLINED PRESS THE MATTER HARD IF IT WOULD COMPLICATE THE ME PEACE PROCESS. COLLINS REPS EXPRESSED HOPE THAT US POLICY WOULD MAKE IT POSSIBLE TO BE MORE FORTHCOMING ON EGYPTIAN REQUESTS, PARTICULARLY FOR NON LETHAL TYPES OF EQUIPMENT.
EILTS

SECRET

NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ELECTRONIC EQUIPMENT, STRATEGIC TRADE CONTROLS, DIPLOMATIC DISCUSSIONS, MILITARY SALES, MILITARY COMMUNICATIONS, MEETING REPORTS
Control Number: n/a
Copy: SINGLE
Sent Date: 15-Jun-1977 12:00:00 am
Decaption Date: 22 May 2009
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977CAIRO09965
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770213-0636
Format: TEL
From: CAIRO
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770656/aaaabwnn.tel
Line Count: 103
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 972c777c-c288-dd11-92da-001cc4696bcc
Office: ACTION SS
Original Classification: SECRET
Original Handling Restrictions: EXDIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: SECRET
Previous Handling Restrictions: EXDIS
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 21-Jan-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2147980
Secure: OPEN
Status: NATIVE
Subject: DISCUSSION WITH COLLINS RADIO REPS ON SALES TO EGYPTIAN MILITARY AND ARAB INDUSTRIAL ORGANIZATION
TAGS: BEXP, ESTC, MASS, EG, US, ROCKWELL CORP
To: STATE
Type: TE
vdkgvwkey: odbcr://SAS/SAS.dbo.SAS_Docs/972c777c-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009